

1 DONALD W HILL: Yes, sir?
2 D'ANGELO LEE: Councilman?
3 HILL: What's going on there, doctor? Hey man, did
4 you stop by and get the tickets?
5 LEE: Huh?
6 HILL: Did you stop by and get the tickets?
7 LEE: Absolutely, I follow, I follow
8 instructions.
9 HILL: Oh no, UI, now don't act defensive, I just
10 flat forget, man. So ain't nothing wrong with that.
11 LEE: Hey, you tell me to do something, I'm gonna
12 be on top of it. I...
13 HILL: Oh man, that's tough man.
14 LEE: UI responsible, man. Believe that,
15 believe that, believe that. Hey, ah, a couple of
16 things. I set up that meeting; I did talk to JOHN
17 and so he's gonna meet with, 10:00.
18 HILL: Good, good, good, good, very good.
19 LEE: I also, ah, sent him over that information
20 so he can kinda put some heat on, old boy, about,
21 ah, you know, getting, getting in, getting the other
22 information. We got the LOI.
23 HILL: We gotta get the, yeah, we gotta get that
24 informa, he's gotta give it to us, man.
25 LEE: But the thing about it is, I told you that the

1 reason he's withholding that information, is
2 because he believes that he's gonna have a
3 potential lease, with, with, ah, with, you know,
4 STAUBACH.

5 HILL: Yeah, I know it, and, and the reality is
6 that he might survive it, but I doubt it. Because
7 basically, they, they're not, they just say you
8 gonna do a band aid, and for them that's probably,
9 the ones I talked with aren't the decision makers,
10 they're just the people that use it. And, and I,
11 and from the way they talked, it, it, the location
12 is excellent so that'll grade out at a significant,
13 that'll put it in the running. But, ah, but
14 basically, they don't, they don't think it'll win
15 all the way through, because, now and we don't need
16 to probably tell him that, 'cause he'll think we've
17 been bad mouthing him up here, so we ain't gonna
18 say that to him.

19 LEE: Right.

20 HILL: But, ah, but I don't, I don't, I don't
21 think he's gonna survive. I don't, they don't
22 think that it'll get it, because the, the
23 building just needs too much stuff
24 and it's safety and a lot of their, ah, a lot of
25 their client demand is in that area. And, and so,

1 they're, they're gonna be looking for that thing to
2 grow, but this, this is the way you do an inner-city
3 deal. You get the Government to step up and you
4 already got 40,000 square feet of your office
5 space, you can't beat that, you know?

6 LEE: Right, right, right.

7 HILL: So we, you know, we just, I mean, that's,
8 that's, that's this, this is too important, and I'm
9 hopeful that JOHN and them will see it. But
10 they're going in and get that check done, get this
11 thing done, where we can move on it, you know?

12 'Cause the time is really short. We got, we just
13 don't have much time.

14 LEE: Right. Also, ah, ah, JERRY called me and
15 wants to meet with me and you at, ah, at his, at
16 our earliest convenience.

17 HILL: STUTTERING... Hold it one second, let, let
18 me see. This is, this is the third time they've
19 called. Hold it a second. Hold it,
20 D'ANGELO. If I miss you, I'll call you right back.

21 LEE: Okay.

22 PAUSE

23 HILL: Hello?

24 LEE: Yeah.

25 HILL: Hello.

1 LEE: This is...

2 HILL: I've still got you, okay.

3 LEE: Hey, hey can, can, can we meet with JERRY?

4 HILL: Huh? What does he want, when, let's say

5 UI about JERRY?

6 LEE: JERRY wants to meet with us about the, ah,

7 the Lancaster-Kiest Corridor and the Boulder piece.

8 He said he got some things he needs to work, that he

9 thinks he has it worked out. He just needs

10 to run it by us.

11 HILL: Okay. When does he wanta do it?

12 LEE: Ah, can I call him back to see if he's

13 available now?

14 HILL: Well no, I got a 3:30, started at 3:30,

15 and a 4:00, so I can't do it right now. But, ah,

16 but, but see when he can do it on, ah, see if he

17 can do it on Wednesday.

18 LEE: On Wednesday?

19 HILL: Or maybe we can do it, what, what time did

20 I tell you? 10:00? Ah, no, I'm sorry, it

21 was not 10:00, I'm sorry, it's 9:00. I did tell

22 you 10. God, dog. It's 9:00.

23 LEE: Okay. I'll call JOHN back and straighten

24 that out.

25 HILL: It's 9:00. I'm gonna have to change it on

1 my, on my deal, I just thought about that, it was
2 9:00. I wanted to do 10, but she wanted to set it
3 earlier the better, so it was 9:00.

4 LEE: Okay, well cool. I, I'll call John, I'll
5 call JOHN back on that and so when can we meet with
6 Jerry? You said...

7 HILL: Ah, ...STUTTERING... why don't we see if we
8 can ah, ah, may, maybe we need to talk to JERRY at
9 8:30 that morning, so we can know we kinda got that
10 piece working the right way, then the 9:00 piece.

11 LEE: Well, can we do him Tuesday then?

12 HILL: Well no, man, I gotta practice some law, and I
13 got all kinds of stuff I gotta do tomorrow. So no
14 I, I can't do it tomorrow.

15 LEE: LAUGHING... Okay I, I'll see if he can get
16 it Wednesday morning.

17 HILL: Wednesday morning, first thing 8:30.

18 LEE: Okay, well I can't do it, 'cause I gotta
19 drop my kids off to school.

20 HILL: Okay, ah, okay well let's, let's see here.
21 Ah, ah, what about 8:45, well, what time are you
22 ready on Wednesday morning?

23 LEE: We, we'll get there 8:40, I'll try to make
24 it 8:45.

25 HILL: Well, you know you, you got to make it,

1 'cause the 9:00, people will come right behind you
2 so you gotta make it.

3 LEE: Well, maybe we need to do, we need to do it
4 after that 9:00.

5 HILL: 'Cause I'm just trying to say, maybe,
6 maybe if you, if you know what the issues, and what
7 JERRY's got worked out, we end up talking to JOHN
8 you got a little more ammunition that may make the
9 deal a little bit better.

10 LEE: Well, I mean, JOHN can be in there. I
11 mean, we just talkin about this lease, you know,
12 how we gonna make that, work that out right?

13 HILL: Yeah, but you still trying to get, JOHN
14 ain't wrote no check yet. You're still trying to
15 get JOHN to commit to do something.

16 LEE: Well, he, he, he still has to get the stuff
17 from Mr. SPIEGEL in order to make the commitment to
18 do it. He said he's gonna do it, he's just
19 waiting, I, I sent him over the demand letter and, and
20 the LOI that we received from him, and I told him to
21 call Mr. SPIEGEL, put some pressure on him about
22 getting the deal. You know I, somehow, some-way
23 Mr. SPIEGEL's gonna have to know that UI is not
24 gonna work. I, I don't know what the best way to
25 do that, because as long as he believes that he,

1 that potentially he could lease 40,000 square feet,
2 then he's gonna stick to his guns.

3 HILL: Stick to his guns of what? You, you
4 gotta, you gotta Letter of Intent right, what,
5 what, what guns can he stick to?

6 LEE: Well, he says, he, he wants to go up on, he
7 says that, that, ah, in the Letter of Intent, he
8 put a clause in there stating that he's, that, that he
9 is entertaining a, a lease for 40,000 square feet,
10 and that upon signing that lease, that he wants
11 that, he, he wants to go up on the price. The
12 purchase price. And...

13 HILL: Okay, we, okay, you gotta get that under
14 control, D'ANGELO. I mean, that, that's not
15 something I can do, but the reality is, that some
16 kind of way without bad mouthing his deal, and you
17 can't bad mouth his deal, you gotta let him know he
18 can't get no, the way that deal is right now with
19 him on it, and what improvements he's gonna make,
20 he can't get no deal.

21 LEE: Right, right.

22 HILL: STUTTERING... But, yeah, but I mean that's,
23 y'all gonna have to work through that one, because
24 that, that, that, that's what keeps you from
25 getting out of control. And then a lot of this

1 discussion we having about, about the release
2 thing, gets to be real, real dicey. Gets to be
3 real, I mean, JOHN and them are gonna walk away
4 from it, they ain't gonna deal with it.

5 LEE: But, what, I mean, so what is, what is, I mean,
6 what is your recommendation?

7 HILL: Well, I mean, I mean, basically what,
8 what...

9 LEE: Because...

10 HILL: ...what you need to do is, go back to, to,
11 and you don't do it, you use DONAHUE and them to do
12 it, and you get DON and them to hammer out a deal
13 where they go ahead and, and get this deal done
14 where they write a check. And basically, after
15 DONAHUE hear these folks talk about, ah, SPIEGEL's
16 deal, they will be able to negotiate with SPIEGEL,
17 to say you don't have a con, you're not gonna get a
18 lease. You're not gonna get a lease, 'cause it
19 ain't gonna happen. 'Cause you don't, you're not
20 gonna put enough money to make the deal work.

21 But you, but, but, but, you don't do that because,
22 what he's gotta be looking at, is the fact that I'm
23 about to get paid so I'm not going spit away my
24 chance to get paid.

25 LEE: Right. Right, and then, CDK needs to,

1 needs to let 'em know that that's, that it's not
2 gonna happen. The potential that happens,
3 HILL: Yeah, yeah, let CD..., see, the one that's
4 writing the check is....
5 END OF THAT CONVERSATION

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Target:	Don Hill
Line:	214-502-1224
Session:	0659
Date:	04/25/2005
Start Time:	15:05:34 CDT
Duration:	00:24:00
Direction:	Incoming